

Message Text

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PAGE 01 BELGRA 05275 120823Z

12
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 096342

R 111549Z AUG 76
FM AMEMBASSY BELGRADE
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7711
AMCONSUL ZAGREB
VIRGINIA YORIO FOR J.S. WALKER, USYEC
GENERAL ELECTRIC COMPANY
570 LEXINGTON AVENUE
NEW YORK, NY 10022

TELEX: RCA 234 698

UNCLAS BELGRADE 5275

E.O. 11652: N/A
TAGS: ETRD, BENC, YO
SUBJECT: MAJOR PRODUCT OPPORTUNITY - SPECIAL HANDLING

SUMMARY. U.S. FIRMS HAVE SOLID OPPORTUNITY SUPPLY THREE
MILLION DOLLARS WORTH OF POULTRY PROCESSING EQUIPMENT IF
THEY CAN SUBMIT COMPLETE OFFER BY SEPTEMBER ONE. ACTION
SUGGESTED: SPECIAL HANDLING WITH U.S. EMBASSY BELGRADE
PREPARED FOLLOW-UP ON BEHALF OF INTERESTED BIDDERS.
END SUMMARY.

1. 479/01/P
2. 081176
3. WILLIAM J. WALLER
4. 479 YUGOSLAVIA
5. YUGOSLAV ENGINEERING, DESIGN AND CONSTRUCTION ENTERPRISE.
- 6A. REPLY TO --
- 6B. MR. STEVAN CUPIC, DIRECTOR
- 6C. AGROINDUSTRIJA INVEST
J.N.A. 87
21000 NOVI SAD
7. CABLE AGROINDUSTRIJA INVEST NOVI SAD.
TELEX: 14182 YU AINS

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8. --

9. 104 9A. BID REQUEST BY ENGINEERING AND

CONSTRUCTION ENTERPRISE FOR EQUIPMENT FOR TURNKEY PROJECT.
BIPM 9913210-3000 ALL EQUIPMENT FOR POULTRY (BROILERS) PROCESSING PLANT, TO INCLUDE (A) COMPLETE LINE FOR KILLING, DRESSING, PACKING AND DEEP (TUNNEL) FREEZING TO MINUS 40 DEGREES CENTIGRADE AND (B) DRY RENDERING FACILITY (VACUUM TRANSPORT). CAPACITY 1500 BROILERS PER HOUR. ESTIMATED VALUE BETWEEN \$2,500,00 AND \$3,500,00.

YUGOSLAV ENTERPRISE AGROINDUSTRIJA INVEST HAS OBTAINED TURNKEY CONTRACT FOR POULTRY PLANT IN MIDDLE EASTERN COUNTRY. ENTERPRISE WILL PERFORM DESIGN AND ERECTION, AND INSTALL NON-YUGOSLAV EQUIPMENT.. ALREADY HAS OBTAINED THREE EUROPEAN OFFERS WHICH CONSIDERED EITHER TECHNICALLY INFERIOR OR INCOMPLETE. CONTRACTOR THEREFORE SEEKS U.S. OFFERS BUT NEEDS QUOTES FOR COMPLETE FACILITIES BY SEPTEMBER ONE. QUOTE TECHNOLOGICAL PROCESS, EQUIPMENT SPECIFICATIONS, PRICES, COMMERCIAL AND FINANCIAL TERMS. PARTIAL OFFERS UNACCEPTABLE. GIVEN VERY SHORT LEAD TIME, SUGGEST THAT INTERESTED U.S. FIRMS IMMEDIATELY MAKE TELEX CONTACT WITH YUGOSLAV ENTERPRISE AND KEEP U.S. EMBASSY BELGRADE INFORMED (TELEX 11529 YU AMEMBA). EMBASSY PREPARED ATTEMPT HAVE DEADLINE STRETCHED. BUT CANNOT GUARANTEE THIS POSSIBLE.
11. SPECIAL HANDLING RECOMMENDED BASIS CRITERIA A-HIGH VALUE AND PROBABILITY OF SUCCESS ABOVE AVERAGE.
SILBERMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BELGRA05275
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760310-0345
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760866/aaaacfx.tel
Line Count: 86
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 08 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 APR 2004 by ReddocGW>; APPROVED <05 JAN 2005 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PRODUCT OPPORTUNITY - SPECIAL HANDLING SUMMARY. U.S. FIRMS HAVE SOLID OPPORTUNITY SUPPLY THREE MILLION DOLLARS WORTH OF POULTRY PROCESSING EQU IPM
TAGS: ETRD, BENC, YO
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006